

WELCOME!

FIRE APPARATUS MANUFACTURERS' ASSOCIATION SPRING MEETING 2007



KEY WEST

HOUSE KEEPING

- EMERGENCY EXITS
- RESTROOMS
- CELL PHONES
- HOSPITALITY ROOM
- EVENING GATHERINGS





CALL TO ORDER



- PLEDGE OF ALLEGIENCE
- WELCOME TO CANADIAN MEMBERS
- INVOCATION
- OPENING REMARKS
- HONORARIUM
- INTRODUCTIONS



KEY WEST

INVOCATION

ROLLIE MYERS



KEY WEST

OPENING REMARKS

JERRY HALPIN



KEY WEST

REMEMBERING A FRIEND AND COLLEAGE

PHIL TURNER
FAMA PRESIDENT 2007



KEY WEST

PLEASE REMEMBER

- *JEFF RESCH – PASSING OF HIS MOTHER*
- *MIKE SCHOENBERGER – PASSING OF HIS SISTER*
- *RICK SUCHE – PASSING OF HIS MOTHER-IN-LAW*



MANY THANKS FIRE ENGINEERING

ERIC SCHLETT



KEY WEST

INTRODUCTIONS

FAMA 2007 BOARD OF DIRECTORS

- PRESIDENT – *JERRY HALPIN*
- VICE-PRESIDENT - *BILL BRUNS*
- TREASURER – *JOHN SZTYKIEL*
- SECRETARY – *MIKE SCOENBERGER*
- PAST PRESIDENT – *TIM DEAN*
- AT-LARGE – *DOMINIC COLLETTI*
- AT-LARGE – *RICK SUCHE*



INTRODUCTIONS

GUESTS AND HONORARY MEMBERS

- ❖ *CHIEF FRAGA* – KEY WEST FIRE DEPT.
- ❖ *TOM HARRINGTON* – USDHS
- ❖ *BILL STEFFENS* – McMAHON ASSOCIATES

- ❖ *BOB BARRACLOUGH*
- ❖ *ROLLIE MYERS*
- ❖ *AL BURNHAM*



KEY WEST

INTRODUCTIONS

FIRST TIME ATTENDEES / NEW MEMBERS

- *HENRY RILEY – ALLISON TRANSMISSION*
- **NED SELWYN – AMITY MACHINE*
- **JEFF MAZZA – BULLDOG FIRE APPARATUS*
- *BILL DOEBLER – CRIMSON FIRE APPARATUS*
- *MIKE HORNUNG – HYPRO-FOAM PRO*
- *BILL HATHAWAY – ONAN*
- **ROGER WILHELM – PLAS-MAC*
- *STEWART McMILLAN – TASK FORCE TIPS*

NEW MEMBER

- *PLASTISOL*



MEMBER THANKS

✓ AKRON BRASS

✓ SPARTAN MOTORS

✓ UPF

✓ BOB GRIMALDI- ROME TRAVEL FOLKS



KEY WEST

ROLL CALL

MIKE SCHOENBERGER

- ATTENDANCE / QUORUM
- PROOF OF NOTICE
- REVIEW and ENTER MINUTES



KEY WEST FIRE DEPARTMENT WELCOME

CHIEF OF THE DEPARTMENT

DAVID FRAGA



KEY WEST

MEMBER INTRODUCTIONS

BILL BRUNS

SELF INTRODUCTIONS BY COMPANY

“WE WANT TO GET A LOOK AT YOU”



KEY WEST

ANTI-TRUST GUIDELINES

FAMA COUNSEL – *JIM JUNEAU*



KEY WEST



BREAK



KEY WEST

SPEAKER PRESENTATION

*TOM HARRIGTON
DEPUTY DIRECTOR*

*ASSISTANCE TO FIREFIGHTERS
PROGRAM OFFICE*

*UNITED STATES
DEPARTMENT OF HOMELAND SECURITY*



KEY WEST



BREAK



KEY WEST

TREASURERS REPORT

JOHN SZTYKIEL



KEY WEST

FAMA Current Financial Position

◆ Net worth

- 9.7% decrease from 12/31/05 to 12/31/06; to a balance of 279,805
- 14.5% increase from 12/31/06 to 3/15/07; to a balance of \$320,392



FAMA Current Financial Position

◆ **2006 versus 2007 budget**

- **Revenue – 9.1% increase**
- **Expenses – 9.0% increase**
- **Biggest changes (revenues and expenses)**
 - **Membership dues – 5.6% increase**
 - **GAC – 74.1% increase**
 - **Marketing – 109.6% increase**
 - **McMahon project – \$15,000**



Treasurer's Comments

- ◆ **Operationally, the budget (revenues and expenses) are under control**
- ◆ **What is a BIG DEAL...**
 - **Lack of FAMA membership involvement to affect our business model**
 - **Less than 20% of the membership filled out the recent GAC questionnaire regarding congressional relationships**



Facts

- ◆ **GAC expenditures have increased significantly from 2003 to 2007**
- ◆ **FIRE Act Grants play a significant role in our industry**
 - **Note: Senator Joe Lieberman's request for \$777 million for firefighters in the 2008 budget**
- ◆ **We collectively carry the most influence, but we individually are not involved**



Treasurer's Comments

- ◆ **There is no financial link (revenues or expenses) to our 3-year strategic plan**
- ◆ **The Plan must be defined and there must be financial links if we are to become more effective**
- ◆ **Membership must keep us accountable**



BOARD OF DIRECTORS REPORT

JERRY HALPIN



KEY WEST

PRESIDENT REPORT

What Has Happened Since Our Last Report

October 6, 2006



KEY WEST

BOARD MEETINGS

- FIVE MEETINGS TO DATE
- TWO IN PERSON
 - ❖ ORLANDO RETREAT
- OFFICER TRANSITION WAS COMPLETED
- PROPOSED AND AGREED TO A MORE FORMAL TRANSITION PROCESS



FINANCIAL

- DRAFTED AND APPROVED 2007 BUDGET
- COMPLETED FINACIAL REVIEW OF FALL MEETING EXPENSE AND NAILED IT!
- 2006 TAX RETURNS IN PROCESS
- AMENDED THE PROCEDURE FOR REVIEWING MEETING COSTS



MEMBERSHIP

- FOUR NEW MEMBERS SINCE 1/1/07
- LOST FIVE SINCE 1/1/07
- WORKING ON SIX PROSPECTS
- MEMBERSHIPS STANDS AT 109
- LOOKING TO BUILD BY TEN TO NET A GAIN OF FIVE OVER 06'



MEMBER CONTACT

- PUBLISHED NEWS LETTERS TO MEMBERSHIP
- PLANNED BOTH SPRING MEETING AND TECH MEETING
- VOTED TO DEVELOP NEW WEB SITE



2007 GOALS/MUST TO TASKS

- A. INCREASE MEMBERSHIP BY TEN
- B. CONTINUE TO PROMOTE GAC
- C. EVALUATE R.O.I. REGARDING WASHINGTON CONSULTANT
- D. EVALUTE R.O.I WITH BUDGETED DOLLARS TO GAC.
- ✓ BUILD BRAND NEW WEB SITE
- ✓ MAKE PERMANENT UPDATES TO WEIGHT AND CUBE



CONGRADULATIONS

TIM DEAN

THIS IS NOT EASY. THANK YOU FOR ALL
THE HARD WORK!



KEY WEST

MANY THANKS

- TO BILL BRUNS FOR THROWING HIS HAT INTO THE RING.
- THANK YOU TO DAN PETERS AND BILL BALLANTYNE FOR OFFERING TO SERVE.



COMMITTEES

- BYLAWS – *BILL BRUNS*
- EDUCATION – *PETER DARLEY*
- GOVERNMENT AFFAIRS – *BOB KREPS*
- MEMBERSHIP – *JIM SIMPSON*
- NOMINATING – *BILL BALLANTYNE*
- NFPA 1901 – *BILL BALLANTYNE*
- LONG RANGE PLANNING – *TIM DEAN*
- MARKETING – *SCOTT WEISHAAR*
- MEETING PLANNING – *GRADY NORTH*
- STATISTICS – *JACK McLOUGHLIN*
- TECHNICAL – *PAT HESTER*
- NFPA 1500/18 – *DOMINIC COLLETTI*



COMMITTEE REPORTS



KEY WEST

Bylaws Committee Spring 2007 Report

BILL BRUNS



KEY WEST

Committee Members

- Bill Bruns – Chair
- Jim Currin – Vice Chair
- George Goros – Member
- Tom Garrity – Member



Reporting Requirements

- 2007 Budget Requirements - \$00.00
- Mission Statement – No Changes
- 2007 Goals – to update the bylaws as required – this year we have four amendments for approval at this meeting



Reporting Requirements (Cont'd.)

- 2007 Initiative
 - To support the Board of Directors during the course of the year with opinions and interpretations of the bylaws as well as to develop the language necessary to amend the bylaws to reflect current practices.



Bylaws Amendment Process

- The Bylaws Committee prepares amendments with the Board's concurrence prior to submittal to the membership. For approval, the amendments must be published at least thirty (30) days prior to the next General Membership meeting. Approval is required by 2/3's of the member companies present and eligible to vote, a quorum being present.



Amendment #1

- Section 6.7 Directors – Vacancies

Currently Reads:

“ Whenever any vacancy occurs on the Board of Directors by death, resignation, or otherwise, a replacement member shall be selected without undue delay by a majority vote by ballot of the remaining members of the Board present and voting at a special meeting called for that purpose.”



Amendment #1 Rationale

- There needs to be an allowance for the vote to be held at a regular meeting as well as a special meeting. Also, the term “by ballot” requires a written vote. This is not the normal practice of the Board which is a verbal vote during a conference call, for example. Therefore, the term “by ballot” is recommended for removal.



Amendment #1 Proposed

- Proposed to read:

“Whenever any vacancy occurs on the Board of Directors by death, resignation, or otherwise, a replacement member shall be selected without undue delay by a majority vote (by ballot) of the remaining members of the Board present and voting *at its regular meeting or at a special meeting called for that purpose.*”



Amendment #2

- Section 6.8 Directors – Removal of Directors

Currently Reads:

“Any one or more of the directors may be removed either with or without cause, at any time, by a vote of two-thirds of the members present at any special meeting call for that purpose, a quorum being present.”



Amendment #2 Rationale

- Need to better define “members” as the general membership and not the Board of Directors. Also need to make a provision for the vote to be taken at a General Membership meeting as well as a special meeting called for that purpose.



Amendment #2 Proposed

- Section 6.8 Directors – Removal of Directors

Proposed to Read:

“Any one or more of the directors may be removed either with or without cause, at any time, by a vote of two-thirds of the *general membership* present at *its regular meeting or at a special meeting* called for that purpose, a quorum being present.”



Amendment #3

- Section 7.4 Officers – Vacancies

Currently Reads:

“All vacancies in any office shall be filled by the Board of Directors without undue delay at its regular meeting or at a meeting specially called for that purpose. Any person appointed to fulfill a term vacated on the Board of Directors shall only be appointed for the balance of the vacated term and shall not become part of the automatic succession of officers in Section 8.2”



Amendment #3 Rationale

- It is necessary to clarify in the text that this section applies to the Officer positions on the Board of Directors only and does not apply to the Members at Large.



Amendment #3 Proposed

- “All vacancies in any office shall be filled by the Board of Directors without undue delay at its regular meeting or at a meeting specially called for that purpose. Any person appointed to fulfill *an officer’s* term vacated on the Board of Directors shall be appointed only for the balance of the vacated term and shall not become part of the automatic succession of officers in Section 8.2”



Amendment #4

- Section 7.5 Officers – Removal of Officers
Currently Reads:

“Any one or more of the officers may be removed either with or without cause, at any time, by a vote of two-thirds of the members present at any special meeting called for that purpose, a quorum being present.”



Amendment #4 Rationale

- It is necessary to clearly define “member” as the “general membership” and not the Board of Directors. Further, an allowance should exist to permit the action to be taken at a general membership meeting and not just at a special meeting called for that purpose.



Amendment #4 Proposed

- “Any one or more of the officers may be removed either with or without cause, at any time, by a vote of two-thirds of the *general membership* present at *its regular meeting or at* any special meeting called for that purpose, a quorum being present.”



Amendments to Consider

- Section 7.4.1 Presidential Vacancy requires that the Vice President succeed – the question to be addressed is what to do if the VP who moved up to a vacated President's position cannot serve out the vacated term as President. Who becomes President at that time? The former President filling the VP slot at that time? Who serves the next Presidential term?



THE END



KEY WEST

EDUCATION

PETER DARLEY



KEY WEST

EDUCATION

- Peter Darley
- Ron Ewers
- Marlin Nicol
- Tim Dean- Board Liaison



Mission / Goals

- Mission
 - Support and recognize students at universities offering fire science /engineering programs
 - Cooperate with other FAMA committees on various on-going research projects.
- Goals
 - Reinforce FAMA's relationship with noted universities, supporting worthy students
 - Provide FAMA membership with research data and special reports when needed



2007 FAMA SCHOLARSHIP

- Details on www.fama.org
- \$3,000 scholarship to full time student
- Offered to students at Oklahoma State, University of Maryland, or universities with similar fire science programs
- Application Period: 9/1/06 to 6/1/07
- Announcement Date: July 2007



Special Report

- Work with McMahon Associates (Boston University) for preparation of a report for the FAMA membership. FAMA statistics, FAMA white papers, Mr. Leggett's research paper on how changes in the NFPA 1901 standards have affected response related collisions, and other industry statistics and data will be used as a basis for the report. The report should provide FAMA members with a better understanding of the Fire apparatus market and should provide FAMA with an independent report that can be used to help further promote the funding and purchasing of new vehicles



Government Affairs Committee

Spring Meeting Update

March 24 – 27, 2007

Bob Kreps



KEY WEST

GAC Committee

FAMA	FEMSA
Bob Kreps – IDEX - Hale / Class 1	Steve Lawrence – Rosecliff Partners
Tim Bendle – US Tanker	Doug Bonney – Kochek (also FAMA)
Ken Creese – Sutphen	John Granby – Lion Apparel
John Farster – Federal Signal	Bobby Halton – Fire Engineering
George Goros – United Plastic	Larry Konsin – MSA (ISEA member)
John Sztykiel – Spartan (Board Advisor)	Bill Latta – Resqtec
	Mike Natchipolsky – Firehouse.com
	Tony Parrino – Homeland Protection
Dave Gatton – Consultant	
Gabe Steinbach /Lynn Powell /Karen Burnham	



GAC Mission

The mission of the Government Affairs Committee (GAC) of FAMA and FEMSA is to be the primary vehicle through which FAMA and FEMSA will establish and maintain a reputation as a leader and strategic partner as it relates to the emergency services, fire apparatus and equipment, and homeland security



Activity since fall meeting

- Monthly GAC Conference Calls – five
- Budget planning / review calls - two
- Strategic Planning Meeting – December
- Sponsored CFSI Holiday party
- Monthly CFSI “Fire Side Chat” luncheons
- Invited to FEMA National Advisory Council
- NAC Wildland Urban Interface Policy Review
- Firegrantdata.com presented to NAC
- Input to DHS independent NAPA Review of Fire Act process, results and future recommendations
- Input to selected DHS leadership on Fire Act



Strategic Plan for 2007

- Communication / Education
- Networking Initiatives
- Direct Contact
- Message / Issue Development
- Recognition



Communication/Education

Strategic plan

Develop a process to ensure timely concise and pertinent communication of key legislative issues and actions pertaining to emergency services, fire apparatus and equipment and homeland security.

- ☐ E-News Letter
- ☐ FireGrantData.com
- ☐ Monthly Team Calls
- ☐ Action Alerts
- ☐ “Ten Most Important Facts of the Fire Service Industry



Networking Initiatives

Strategic plan

Build relationships with allied organizations whose primary focus is Homeland Security and Emergency Services. Promote a more unified voice regarding Federal and State government legislation.

- ☐ Cultivate and document personal relationships
- ☐ Leverage member company government affairs resources
- ☐ Alliance Luncheon
- ☐ National Advisory Council
- ☐ CFSI Fireside Chat
- ☐ CFSI functions (Annual dinner, Golf outing, Holiday gathering)
- ☐ Special congressional / alliance functions



Direct Contact

Strategic plan

Implement strategy to educate legislators and administrative bodies through direct contact with FAMA/FEMSA members.

- ☐ Develop a comprehensive “Playbook”
- ☐ Establish “Own Day” to leverage key decision makers
 - ☐ Home Day
 - ☐ Hill Day
 - ☐ Become a support resource for initiatives targeting the effectiveness of the Fire Grant Program
 - ☐ Educate key legislators and staff on the importance of ongoing innovations to improve mission effectiveness and safety
 - ☐ Increase GAC congressional profile / hearing witnesses
 - ☐ Encourage statements in the Congressional Record re: key fire service accomplishments



Message/Issue Development

Strategic plan

Messaging that is pertinent to our membership, succinct and professionally delivered in a non self-serving manner.

- ☐ Clear and concise messaging
- ☐ “Ten Most Important Facts about the Fire Service and Industry”
- ☐ Current legislative priorities
- ☐ Concerns for the future
- ☐ GAC task force on the unexpected



Recognition

Strategic plan

Recognize and thank our supporters

- ☐ Provide recognition through an awards program to key individuals at the legislative and/or educational level who have demonstrated critical support and commitment to the fire service
- ☐ Develop program to ensure that key legislators receive thank you letters from the fire departments in recognition of their support for the fire grants program in general and the fire grants awards in particular
- ☐ Engage Congressional guests at FAMA/FEMSA events to publicly thank them for support



Status of Major Initiatives

- GAC Strategic Plan
 - Completed
- Legislative Contact Survey
 - Weak response – 16% FAMA, 20% FEMSA
- Playbook
 - Legislative Appropriations and Homeland Security Committee members identified and cross referenced to FAMA / FEMSA member companies
 - Messaging platform being developed
 - Member company engagement strategy being developed
- Firegrantdata.com
 - Ready for release, discussing strategy with Alliance Partners
 - Has been previewed to NAC, FEMA (Dave Paulison), Grants & Training (Brian Cowen), DHS (George Foresman, Undersecretary Preparedness)



Status of Major Initiatives (cont)

- CFSI Dinner (March 29)
 - FAMA / FEMSA tables, plus member companies
 - Hospitality / reception 2-7 PM (legislators invited)
 - GAC Representation at closed CFSI Board reception
- Alliance Luncheon
 - April 12, invitations complete
- Home Day
 - Kit in process, target release mid-April
- Hill Day
 - Tentatively scheduled 2nd week of September
- Congressional Directories
 - Distribute end of month



Top Legislative Priorities

- ☐ Full Funding of the Fire Grants Program
- ☐ Better Communication and Clarity of the Process of Fire Grant Programs
- ☐ Full Funding of the US Fire Administration
- ☐ Continued Support for the SAFER Program



Election Impact

- Impact of the election brings some new blood into the ranks to support our cause
- Homeland Security Committee relationships have changed dramatically.
- GAC believes relationships with key staffers are secure; however, the top level players have changed.
- Although Curt Weldon lost, Steny Hoyer is in a key position. We have a great relationship with him.
- Andy Weis and Craig Sharman will swap as Majority and Minority counsel for DHS. We have great relationships with both.
- Incoming freshman need to be encouraged to join the Fire Caucus.



We must make many new friends

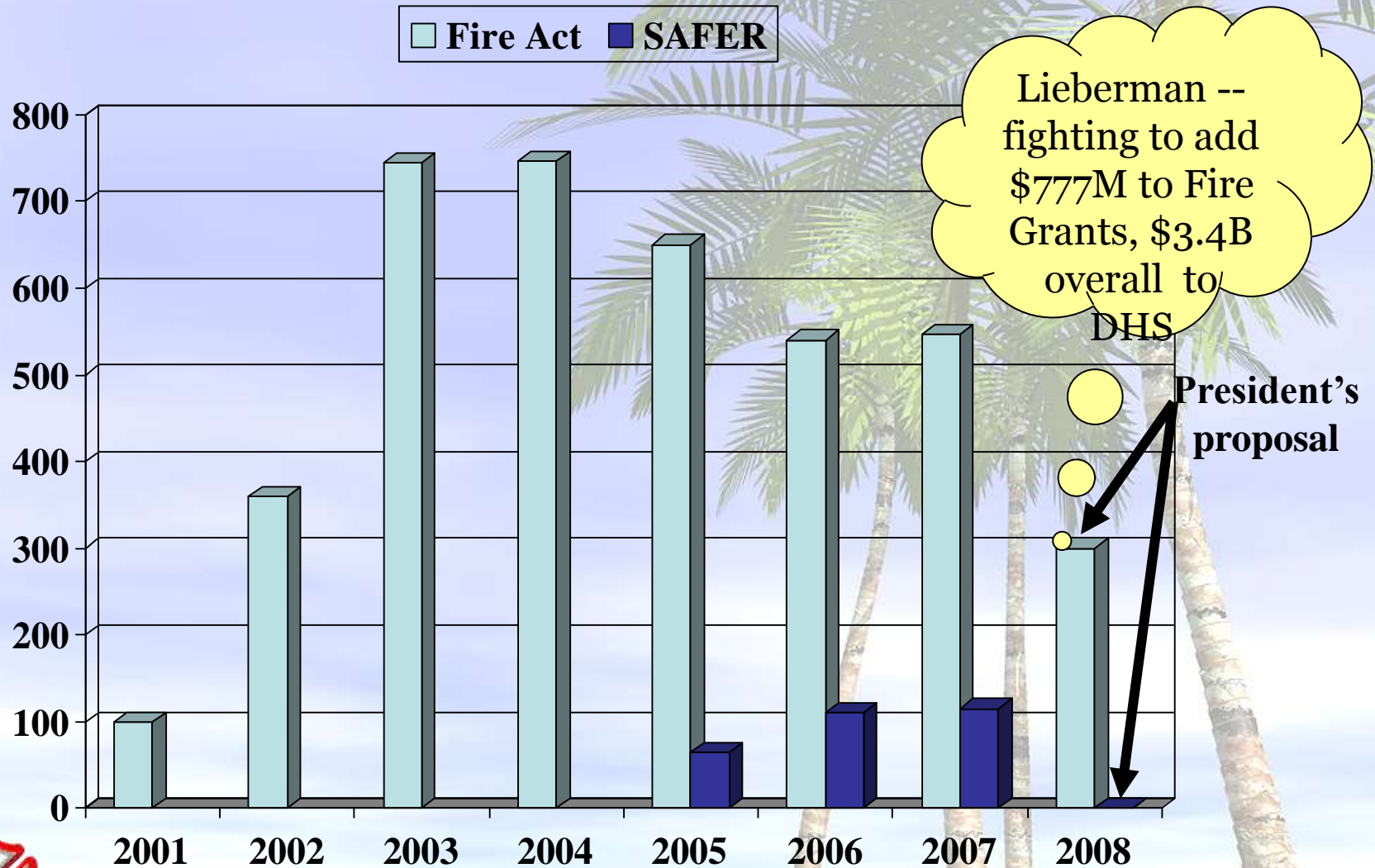
KEY WEST

Fire Act Comments

- Significant delays in 2006 (released 47% of prior year)
- 88% of 2006 funds now released...
 - Apparatus is 27% of mix, consistent with 2005
- Administration of program shifting to FEMA
- NAPA study results unknown... anticipate -
 - Needs based funding for overall regional readiness, versus community
 - Increased risk analysis in the application process
 - All hazards focus with more emphasis on prevention
 - Measurable objectives
- Application process delayed... mixed views on when 2007 funding will begin to flow

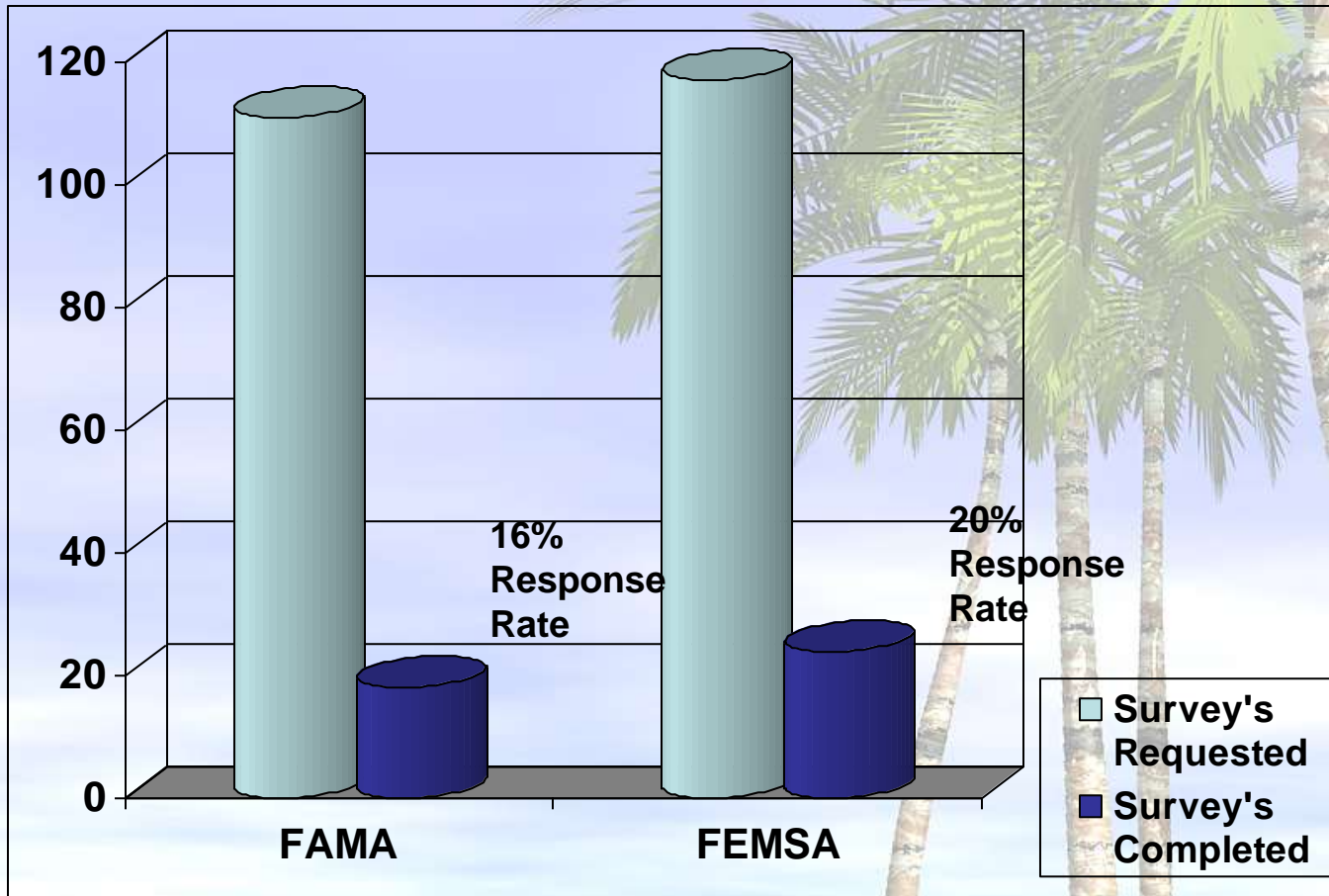


Fire Act and SAFER Funding



President Bush's budget proposal again attempting to slash Fire Act and eliminate SAFER

GAC Legislative Survey



We need your help at the grass roots level



House Committee on Appropriations

State	Representative	FAMA/FEMSA in District	FAMA/FEMSA in State	FAMA/FEMSA not in State
Alabama	Robert B. Aderholt		X	
	Robert E. "Bud" Cramer, Jr.	X		
Arizona	Ed Pastor		X	
Arkansas	Marion Berry			X
California	John T. Doolittle		X	
	Sam Farr		X	
	Michael Honda		X	
	** Barbara Lee	X		
	** Jerry Lewis		X	
	Lucille Roybal-Allard		X	
	Adam Schiff		X	
Connecticut	Rosa L. DeLauro	X		
Florida	Allen Boyd		X	
	Ander Crenshaw		X	
	Debbie Wasserman Schultz		X	
	C.W. Bill Young		X	
	Dave Weldon		X	
Georgia	Sanford Bishop		X	
	Jack Kingston		X	
Idaho	Michael K. Simpson	X		
Illinois	Jesse L. Jackson		X	
	Mark Steven Kirk	X		
	Ray LaHood	X		

**Homeland
Security
Appropriations**

**** Visited on
Hill Day**



House Committee on Appropriations

State	Representative	FAMA/FEMSA in District	FAMA/FEMSA in State	FAMA/FEMSA not in State
Indiana	Peter J. Visclosky	X		
Iowa	Tom Latham		X	
Kansas	Todd Tiahrt		X	
Kentucky	Ben Chandler		X	
	** Harold Rogers		X	
Louisiana	Rodney Alexander		X	
Maryland	C.A. "Dutch" Ruppersberger		X	
Massachusetts	John W. Olver		X	
Michigan	Carolyn Kilpatrick		X	
	Joe Knollenberg		X	
Minnesota	Betty McCollum	X		
Mississippi	Roger F. Wicker		X	
Missouri	Jo Ann Emerson	X		
Montana	Dennis R. Rehberg		X	
New Jersey	Rodney P. Frelinghuysen	X		
	Steven R. Rothman		X	
New Mexico	Tom Udall		X	
New York	Maurice D. Hinchey	X		
	** Steve Israel	X		
	Nita M. Lowey		X	
	Jose' E. Serrano		X	
	James T. Walsh		X	

**Homeland
Security
Appropriations**

**** Visited on
Hill Day**



House Committee on Appropriations

State	Representative	FAMA/FEMSA in District	FAMA/FEMSA in State	FAMA/FEMSA not in State
North Carolina	David E. Price		X	
Ohio	David L. Hobson		X	
	Marcy Kaptur		X	
	Ralph Regula	X		
	Tim Ryan		X	
Pennsylvania	Chaka Fattah		X	
	** John P. Murtha		X	
	John E. Peterson		X	
Rhode Island	Patrick J. Kennedy		X	
Tennessee	Zach Wamp		X	
Texas	John Carter		X	
	John Abney Culberson	X		
	Chet Edwards	X		
	Kay Granger		X	
	Ciro Rodriguez		X	
Virginia	Virgil H. Goode, Jr.		X	
	James P. Moran		X	
	Frank R. Wolf		X	
Washington	Norman D. Dicks		X	
West Virginia	Alan B. Mollohan		X	
Wisconsin	** David R. Obey	X		

Homeland
Security
Appropriations

**** Visited on
Hill Day**



Senate Committee on Appropriations

State	Senator	FAMA/FEMSA in State	FAMA/FEMSA not in State
Alabama	Richard C. Shelby	X	
Alaska	Ted Stevens		X
California	**Dianne Feinstein	X	
Colorado	**Wayne Allard	X	
Hawaii	Daniel K. Inouye		X
Idaho	Larry Craig	X	
Illinois	**Richard J. Durbin	X	
Iowa	Tom Harkin	X	
Kansas	Sam Brownback	X	
Kentucky	Mitch McConnell	X	
Louisiana	Mary L. Landrieu	X	
Maryland	Barbara A. Mikulski	X	
Mississippi	Thad Cochran	X	
Missouri	Christopher S. Bond	X	
Nebraska	Ben Nelson	X	
New Hampshire	Judd Gregg	X	
New Jersey	Frank R. Lautenberg	X	

Homeland
Security
Appropriations

****Visited on
Hill Day**



KEY WEST

Senate Committee on Appropriations

State	Senator	FAMA/FEMSA in State	FAMA/FEMSA not in State
New Mexico	Pete V. Domenici		X
North Dakota	Byron Dorgan		X
Pennsylvania	**Arlen Specter	X	
Rhode Island	Jack Reed		X
South Dakota	**Tim Johnson	X	
Tennessee	Lamar Alexander		X
Texas	Kay Bailey Hutchison	X	
Utah	Robert F. Bennett		X
Vermont	Patrick J. Leahy	X	
Washington	Patty Murray	X	
West Virginia	Robert C. Byrd		X
Wisconsin	**Herb Kohl	X	

Homeland
Security
Appropriations

****Visited on
Hill Day**



KEY WEST

Appropriations Committee Summary

	Appropriations Committee		Homeland Security Appropriations Sub-Committee	
	House	Senate	House	Senate
Total Committee Members	66	29	15	16
FAMA/FEMSA in State	49	21	15	12
FAMA/FEMSA in District	16	n/a	2	n/a
Established Relationship (FAMA/FEMSA Visits on Hill Day)	6	3	1	0

We must get to know the decision makers



Make it happen or ... watch it happen?

- Treat every day as Home Day
- Develop relationships with your legislators and Staffers
- Special focus required on key DHS and Appropriation Committee members
- Support the “Playbook” when called
- Become a value added resource at the Grass Roots level



Are you engaged with your local legislators?

Four things needed for us to make a difference

- Your personal involvement
- We must do it “right”
- Add value and be clear in our messaging
- Sustain our momentum and not be perceived as a “flash in the pan”

You are all members of the GAC!



MEMBERSHIP

JIM SIMPSON



KEY WEST

Membership Committee

March 2007



KEY WEST

Committee Members

- Jim Simpson, Chair, Marion Body Works
- Rick Suche, Fort Garry Trucks
- Larry Dodson, Allison
- Dennis Chamberlain, Spartan Chassis
- Joe Bernert, Havis Shields
- Wade Norman, Harrison Hydra-Gen



Companies Not Renewing

- Hart A Gen
- Ladder Towers Inc.
- Master Body Works
- Precision Fire Apparatus
- Snuffer Corp.



Prospects

- **Defense and Special Vehicles**, Indian Trail, NC
- **Allain Manufacturing**, New Brunswick, Canada. Apparatus builder.
- **Silverstate Safety Image**, La Mirada, California. Mobile safety cameras.
- **West Mark**, Ceres, California. Apparatus builder
- **Custom Body Works, Inc.**, Woodbury, GA. Apparatus builder.



Prospects

- **Turck, Inc.**, Plymouth, MN. Encoders and proximity switches.



New Members

- **Road Rescue**, Marion, SC. Manufacturer of Rescue Trucks
- **Amity Machine Corp**, Alburtis, PA. Aerial Waterway Systems
- **Plas-Mac, Inc.**, Wellington, TX. Polypropylene Water Tanks
- **Plastisol Composites, LLC**, Cortland, NY. Composite Fire Truck Bodies



Membership Overview

- 109 Member Companies, a near record
- 48 Apparatus/Chassis/Cab/Body Manufacturers



Recruiting

- FDIC Show Upcoming
- Talk up FAMA to vendors and at FDIC
- Give leads at show to Jim Simpson, Karen Burnham or any Board Member.
- Jim and President Halpin will visit leads last afternoon of FDIC.
- This is our best recruiting method
- Need your help. Power in numbers!



Recruiting

- Retention: engage new members, get them to a spring or fall meeting.
- First year is half price @ \$750
- Website: www.fama.org
- Point out their competition are members – see member area on website.



NFPA 1901

BILL BALLANTYNE



KEY WEST

NFPA 1901 Document Cycle

DOCUMENT	CURRENT EDITION	PROPOSED NEXT CYCLE	PROPOSAL CLOSING DATE	COMMENTS
NFPA 1901 <i>Automotive Fire Apparatus</i>	2003 Spring 03	Effective Jan 1, 2009	ROP - Closed	Open for public comment June – August, 2007
NFPA 1906 <i>Wildland Fire Apparatus</i>	2006 NEW	TBD		
NFPA 1911 <i>Maintenance and Service Tests of Fire Pump Systems on Fire Apparatus</i>	2007 NEW	TBD		NFPA 1914 & 1915 are now consolidated into this document.
NFPA 1912 Refurbishment Standard	2006 NEW	TBD		
NFPA 1914 / 1915				Consolidated into NFPA 1911



NFPA 1901 Cycle

Call for Proposals DONE

Report on Proposals June – August, 2007

Report On Comments September, 2007

Technical Report Session November, 2007

Standards Council Issuance 2008



How To Use Your NFPA Rep

- Know who it is – Bill Ballantyne

- Let me know your concerns

– Through

– Before the



nd

Me

mittees



NFPA 1901 Roadmap - Page 1

**Report on Proposals distributed to
FAMA members - DONE**

FAMA member companies review

1. Send Rep to FAMA Tech Meeting, April 21, 2007
2. Pursue as an individual company

FAMA Tech Committees

Generate recommendations / substantiation prior to FDIC



NFPA 1901 Roadmap - Page 2

FDIC - April 21, 2007

**Review and VOTE
at FAMA Tech Meeting**



NFPA 1901 Roadmap - Page 3

FAMA Tech Co-Chairs

- Compile and submit to FAMA Board for approval
May 15, 2007

Ballantyne submits FAMA Public Comments
June, 2007



NFPA 1901 Roadmap - Page 4

**Begin soliciting support for NFPA fall vote
June, 2007**



NFPA 1901

An Overview Of
Important Revisions And
Where They Are
Located In The
Document



Chapter 1 - General

- 1.1 Scope includes trailers towed under emergency response conditions
- 1.3.1 Effective date of this document is January 1, 2009



Chapter 4 - Chassis

- 4.12.1 Rollover stability
 - Tilt table compliance certificate by manufacturer
 - OR
 - Electronic stability control equipped



Chapter 4 - Chassis

- 4.12.4 Visual tire pressure system
- 4.14.2 Max speed 68 MPH or Fire Service Rating



Chapter 4 - Chassis

- 4.12.1 Rollover stability
 - Tilt table compliance certificate by manufacturer
 - OR
 - Electronic stability control equipped



Chapter 4 - Chassis

- 4.20.1 New

- At bid:

- Bidder must be in good status
 - complies

- Before pla

- Certificat
 - complian
 - Who is re

Pay Attention!
There might be a
quiz on this stuff.



Chapter 5 - Pumpers

- Miscellaneous Equipment
 - 5.8 Handline Nozzles – Now any type
 - 5.8.3 Traffic vest for each seat plus 5 cones
 - 5.9 Added an AED (Annex)



Chapter 12 – Chassis and Vehicle Components

- 12.2.3.3 Maximum tire speed rating
- 12.3.1.5 Pressure Protection Valve
(Min 80 psi – air tools)
- 12.3.6 Trailer / chassis interface



Chapter 13 – Low Voltage

- 13.3.1 Low voltage alarm re-worded
- 13.3.3.2 45 amps for trailers (CEL)
- 13.10.4 Lighting levels at each seat
- 13.11.1 Cab warning light
(All open/extended devices)
- 13 Annex Trailer signals not in
ma



Chapter 14 – Driving and Crew Areas

- 14.1.3.3 Seatbelt length / measurement
- 14.1.3.7 Seatbelt alarm
- 14.1.8.4 No in-vehicle seat moving
- 14.3.4 Remove side mirrors

HOT TOPIC!



Chapter 15 – Body, Compartments

- 15.9.3.2 Chevron reflective stripping
 - Cover 50% of rear
 - 4" red and yellow



Chapter 15 – Body, Compartments

- 15.11.1 Winches and receivers
 - 2 to 1 straight line pull
 - 9,000 lb no yield rating



Chapter 16 – Fire Pumps

- 16.10 Revised wording on remote throttles
- 16.12.2.1.5.1 New intake gauges



Chapter 20 - Aerials

- 20.2.3 Rated horizontal reach can be less than rated maximum height
- 20.17.6.5 Indicator at operating platform to give maximum extension and load if short jacked



Chapter 21 – Foam

- 21.9.3.1 Instruction plate – Line proportioners - maximum hose length, etc.
- 21.10.1 Test certification by manufacturer
- 21.11.1 Test certification by installer



Chapter 23 – 120 Volt Electrical

- 23.2.1.2 Line + / - 5%
- 23.3 Bonding and grounding wiring
- 23.12.5.1.1 GFI not required
- 23.13 Cable reels continuous duty, minimum 15 amp

HOT TOPIC!



Chapter 25 - Air

- 25 Changes!

**Check them out.
This is your
homework
assignment!**



Chapter 27 - Trailers

- 27.2 Three types classified
 - Type I: Permanently connected
 - Type II: Detachable
 - Type III: Transporters



Chapter 27 - Trailers

- 27.5.1 Brakes required over 3,000 lbs
- 27.9.2 Audible and visual warnings
Type I & II
- 27.9.5.3 Defines warning lights on Type III
- 27.10 Reflective markings defined



Annex D

- 15 Years
 - Reserve status
AND
 - Upgraded to 1912 refurbishment standards
- 25 Years
 - Taken out of service



Your Homework

- Review the ROP document
- Sub Committees generate recommendations / substantiation prior to FDIC
- Be prepared to discuss issues at FAMA Tech Meeting at FDIC
 - Yourself or your representative
- Be prepared to vote on these issues



Questions / Comments

Thank You!



MEETING SUSPENDED

RESUME TOMMOROW

8:00 AM



KEY WEST



CALL TO ORDER

MARCH 27, 2007

FAMA SPRING MEETING DAY TWO



KEY WEST

HOUSE KEEPING

- EMERGENCY EXITS
- RESTROOMS
- CELL PHONES
- HOSPITALITY ROOM
- EVENING GATHERING
- TIPS FROM BOB GRIMALDI



2007 FAMA Long Range Planning

TIM DEAN



KEY WEST

- 1. Strengthen FAMA's industrial voice in DC and elsewhere through new and improved relationships with key organizations and agencies and growth of FAMA membership.**
 - Continue to find ways to enhance relationship with FEMSA.**
 - Support GAC efforts.**
 - Establish permanent committee to explore formal partnership with IAFC for mutually beneficial initiatives; consider FRI partnership for office in D.C.**
 - Examine relationship enhancement with all entities associated with GAC.**
 - Open membership to ambulance?**
 - Continue to encourage membership committee efforts to market to potential members; emphasize benefits of FAMA membership.**
 - Analyze benefits of formalizing relationships with ambulance, dealer, and other fire associations.**

KEY WEST



- 2. Enhance FAMA's financial health in order to maximize benefits to members and FAMA voice in DC.**
- FAMA partnership with IAFC**
 - Buy, create or partner with new trade show (perhaps every five years like Intershutz) with focus on equipment training; consider hiring consultant to advise costs. Present to membership at Fall meeting.**
 - Consider new FAMA membership category for associate members in order to raise funds.**



3. Nurture and develop FAMA benefits to members.

- Develop Boston University relationship and begin emphasis on statistics for member internal use as well as FAMA use in DC. Broaden scope of statistics to include societal trends, shifts, etc. Consider annual or bi-annual FAMA publication on unclassified data.**
- Implement professional and comprehensive industry wide survey on quality, value and other data points as developed by BU. Consider making this a regular event. Obtain and encourage trade journal assistance.**
- Further monitor effects of NFPA activities on FAMA members and encourage active participation by tech subcommittees on NFPA.**



4. Continue to find ways to promote the replacement of old fire trucks in the industry so that our firefighting men and women do not drive in unsafe and outdated equipment.

- Annex D**
- Improvement White Paper**
- Marketing Statistical Analysis**
- Other**



Marketing Report

SCOTT WEISHAAR

- General
- Internet
- Public Relations
- Trade Show



KEY WEST

Marketing Committee

Members:

- Scott Weishaar
- Kevin Kirvida
- John McAllister

Committees:

- Internet:
Steve Toren
- Public Relations
Mike Smyth
- Trade Show:
Roger Gleckler



Marketing Committee Goal

- To coordinate the branding and perception of FAMA and communicate the value to the fire and EMS industry.



Marketing Committee

- FAMA's new positioning statement / brand promise:
"Together we build safe fire and rescue apparatus that save lives"
- Annex D tagline:
"Safe Trucks Save Lives"



Internet Committee

- Committee Chair: Steve Toren
- Committee Members:
 - Ken Lenz
 - Larry Bezemer
- New Web Site is under development
 - Goal: To draw new membership
More tools and functionality for end-users
 - Working on design – more appealing and navigable design
 - Solicit Input (functionality, look, features, etc)
 - Reference FEMSA website



Public Relations Committee

- Committee Chair: Mike Smyth
- Committee Members:
 - Larry Dodson
 - Drew Sutphen
 - Bruce Whitehouse



Public Relations Committee Update

- The White Paper will receive a facelift - Will create a summary of the top 10 reasons for Annex D and “Safe Trucks Save Lives”. Proposals will be made to FAMA Board, more details to follow.
- Press Release: How Improvements in Fire Apparatus Saves Lives...
- All FDIC sponsorship info has been received and agreed upon at the same rate as last year.
- There will not be individual training on the Annex D at this years FDIC.
- New Lapel pins were ordered and have been received



Trade Show Committee

- Committee Chair: Roger Gleckler
- Committee Members:
 - Rick Fix
 - Phil Gerace
 - Sonya Kelly
 - Kelly Kyriakos
- Show summary will be sent out after FDIC
- Trade Show survey will be sent out by Statistics Committee
- FDIC – We plan to have new graphics for existing the booth.



We Need You To Get Involved and Help Get Our Message Out!

Internet: Steve Toren

Public Relations: Mike Smyth

Trade Show: Roger Gleckler

Q & A



MEETING PLANNING

GRADY NORTH

BOB GRIMALDI



KEY WEST

Meeting and Planning Committee



KEY WEST

Mission Statement

Mission

The mission of the Meeting Planning Committee shall be to strengthen the FAMA organization, enhance FAMA's service to its membership and the industry and further the goals and objectives of FAMA through coordinating the planning and implementation of the Spring and Fall Annual Meetings.

Objectives

- To budget and plan for the General Membership Meetings
- To determine topics and speakers of interest for General Membership Meetings
- To coordinate sites and facilities for General Membership Meetings
- To coordinate awards and acknowledgements at General Membership Meetings
- To develop a schedule and budget for group and optional meeting social activities in conjunction with the General Membership Meetings



Members

- Grady North – Chairman
- Mark Albright – Vice Chair
- Bill Bruns – Board VP
- John Swanson
- Bruce Whitehouse
- Steve Briggs
- Bob Grimaldi – Consultant



Meeting Site Criteria

- 1. Rate within the FAMA/FEMSA budget
- 2. Prefer to be largest group at hotel during stay (more attention from hotel staff)
- 3. Minimum 100 room property (FAMA requires average approx. 85 rooms)
- 4. Four star property
- 5. Business hotel rather than leisure hotel property
- 6. Major hotel chain (National representatives are available)
- 7. Located within 1 hour drive from nearest airport
- 8. Direct flights from major cities such as NY, Chicago, Atlanta
- 9. Hotel features including internet access, restaurant, meeting room size
- 10. Hospitality suite on ground floor with pool access
- 11. Hotel inspection/site survey prior to reserving



Spring 2007 Sets New Records

Year	Location	Room Rate	Total Attendance	Member Companies	Room Nights	Number of Members	Number of Guests
2001	Key West	\$ 219	131	47	362	73	58
2002	Palm Springs	\$ 240	102	45	277	62	40
2003	San Juan	\$ 250	151	41	365	70	81
2004	Key West	\$ 269	152	49	388	75	77
2005	Naples Beach	\$ 270	136	45	365	74	62
2006	Maui	\$ 220	149	42	409	65	84
2007	Key West	\$ 280	164	52	398	82	81



KEY WEST

Meeting Fees

YEAR	LOCATION	MEETING FEE
1992	Barbados	\$350.00
1993	Aruba	\$350.00
1994	Palm Springs	\$350.00
1995	St. Martin	\$350.00
1996	Palm Springs	\$350.00
1997	San Diego	\$200.00
1998	Key West	\$200.00
1999	Mission Inn	\$200.00
2000	Maui	\$200.00
2001	Key West	\$200.00
2002	Palm Springs	\$200.00
2003	San Juan	\$200.00
2004	Key West	\$200.00
2005	Naples Beach	\$200.00
2006	Maui	\$200.00
2007	Key West	\$200.00



KEY WEST

Corporate Sponsors

- Fire Engineering Magazine – corporate sponsorship reducing meeting fees
- Akron Brass Company – sponsorship of open bar during dinners
- Spartan Motors, Inc. – member tee shirts and ladies gifts
- United Plastic Fabricating, Inc. – plastic FAMA cups for hospitality suite



Fall 2007

FAMA/FEMSA Joint Meeting

- Location: Monterey, CA
- Date: Oct. 3-7, 2007
- Hotel: Portola Plaza



KEY WEST

Spring 2008 FAMA Meeting

- Location: Orlando, FL
- Date: Mar. 14-19, 2008
- Hotel: Renaissance at Sea World



KEY WEST

Fall 2008

FAMA/FEMSA Joint Meeting

Location: Tucson, AZ

Date: October 8, 2008

Hotel: Hilton Tucson El Conquistador



Desert Springs Oasis



KEY WEST

Statistics Committee Report

JACK McLOUGHLIN



KEY WEST

A New Record!

- The Statistics Committee is pleased to announce that we have completed the statistics in record time for the 4th quarter.



Data graphs

- This report presents graphs of the last 10+ years of statistical data
- Quarterly graphs are supplied each quarter to those companies that participate in the statistics whether or not they are members of FAMA.
- Graphs are provided at the end of this report.



Participation

- We are attempting to get more companies to participate. Bill Hathaway of Cummins has agreed to help me get other truck manufacturers to participate.



Online trade show survey

- We have launched a trade show survey where a representative of each FAMA member company can grade the show.
- The online survey is run by Zoomerang.com, administered by the Statistics Committee.
- Results are confidential, and will be collated and published to the membership by FAMA at the end of the year.



Zoomerang Surveys

Firehouse World, San Diego 2/27/07 - 3/1/07

Edit & Review

Invite &
Deploy

Analyze
Results

Results

Individual Responses

Raw Data Export

Results Overview

Filter: No filter applied

Print | Excel Export

Reports

View Report:

Results Overview

New Cross Tab Report

Filters

New Filter

Options

Show Responses:

Completes

Show Management (Page 1) The entire survey is 5 pages long. On this page, rate how well the show was managed in each of the various categories.

1. Rate the expertise and cooperation of those running the show. Were they well organized?

Poor		0	0%
Fair	<div></div>	1	10%
Good	<div></div>	9	90%
Best		0	0%
Total		10	100%

2. Attitude and availability of the show staff.

Poor		0	0%
Fair		0	0%
Good	<div></div>	7	70%
Best	<div></div>	3	30%
Total		10	100%

3. Relating to the show booth, was there fairness in space selection, were the payment



KEY WEST

HP / Liters?

- We have been asked to investigate changing the horsepower category to liters. Out of 40 requests, only two people responded – so that flower died on the branch.



What is a Rescue Pumper?

- Recently we were asked to provide a better definition for a rescue pumper.
- The following definition was submitted by P L Custom.



Rescue Pumper *defined*

- The term Rescue Pumper shall be applied to an emergency service motor vehicle that meets the following criteria:
 - The primary mission of a Rescue Pumper shall be as a Special Service Fire Apparatus in accordance with Chapter 10 of NFPA 1901 2003 edition. As a secondary mission, a pump will be installed on the truck. The purpose of the pump shall be to facilitate the primary mission by controlling small fires or washing down a scene.

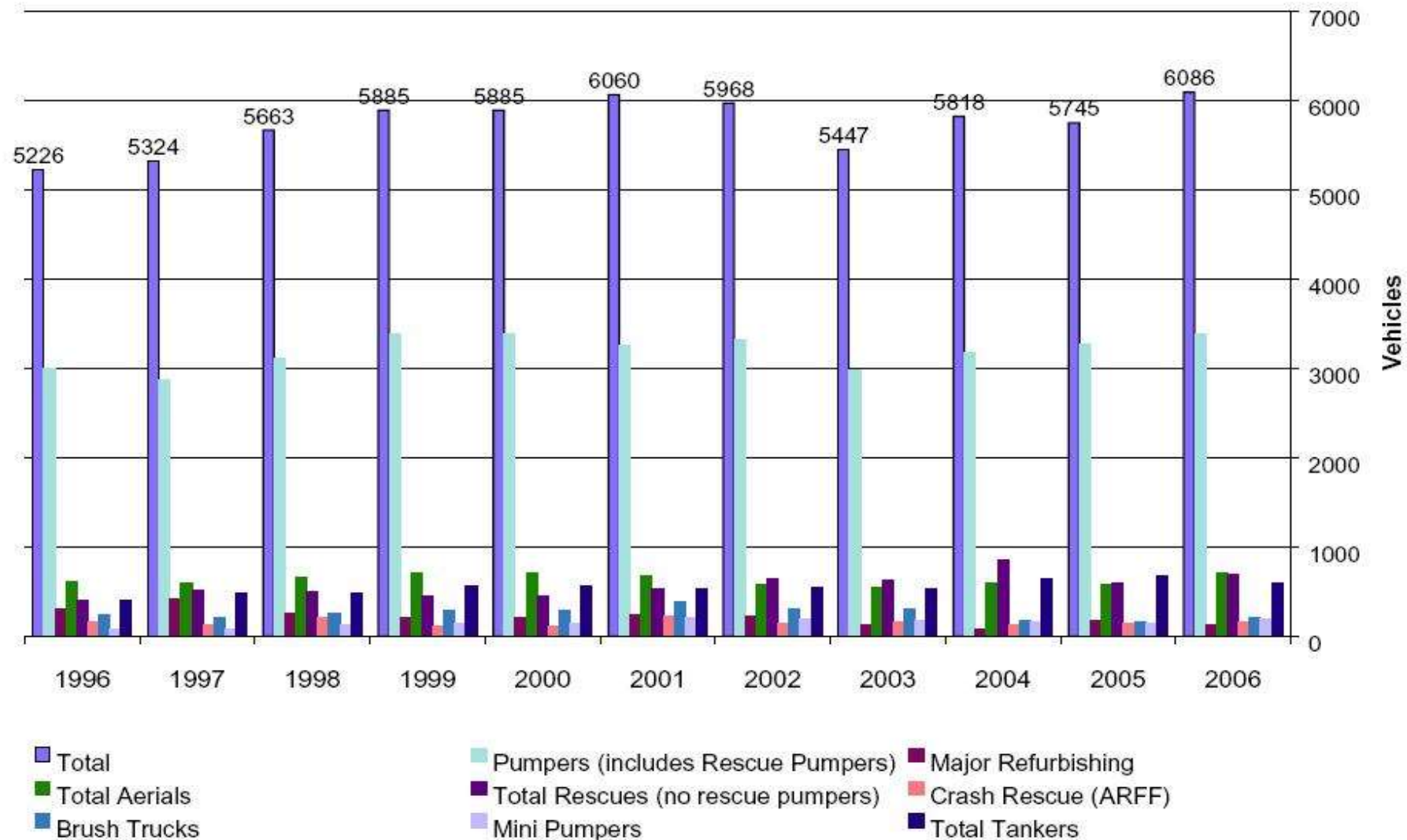


Rescue Pumper specs

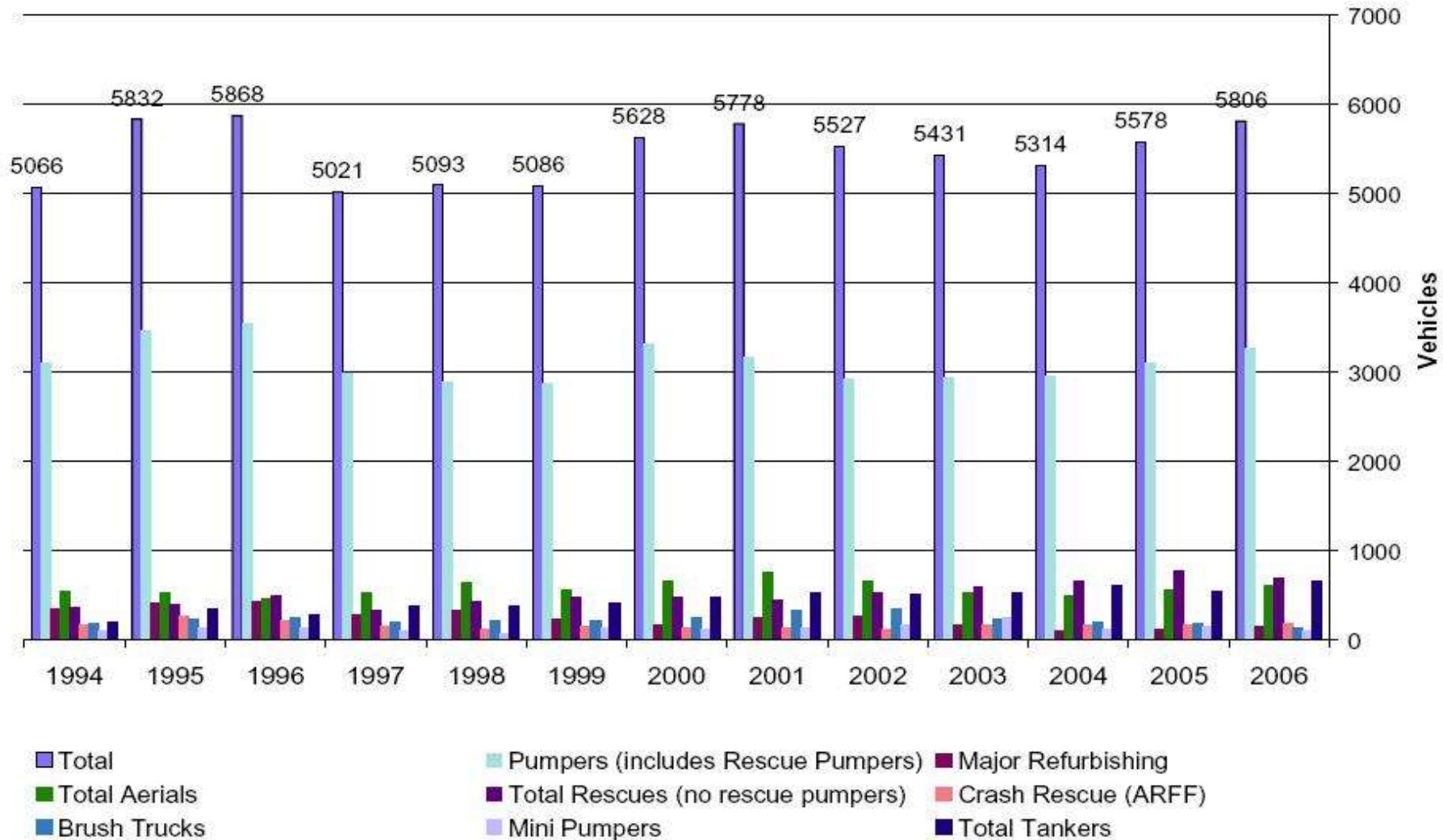
- **Pump:** A Class A rated pump of 250 gpm or larger.
- **Tank:** A minimum sized Water Tank of 250 gallons with Class B Foam capability for controlling Class B fires.
- **Hose:** A minimum of 400' of 1½" hose.
- **Hose Storage:** The minimum required to store the amount of hose specified. This storage area shall be permanently mounted to the vehicle. If a ladder or other climbing device is required to access this storage, it shall be permanently attached to the vehicle.



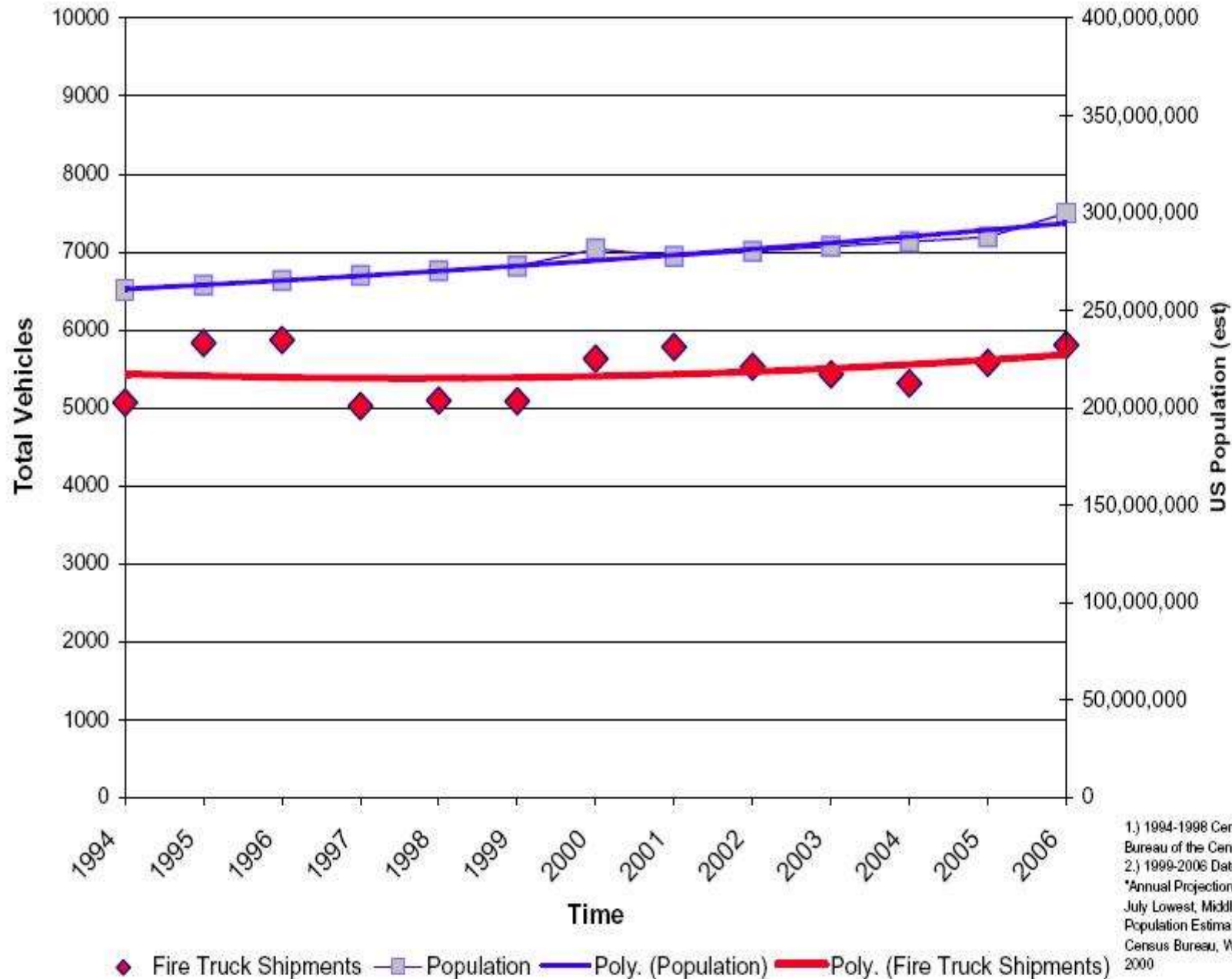
Booked by Truck, by year



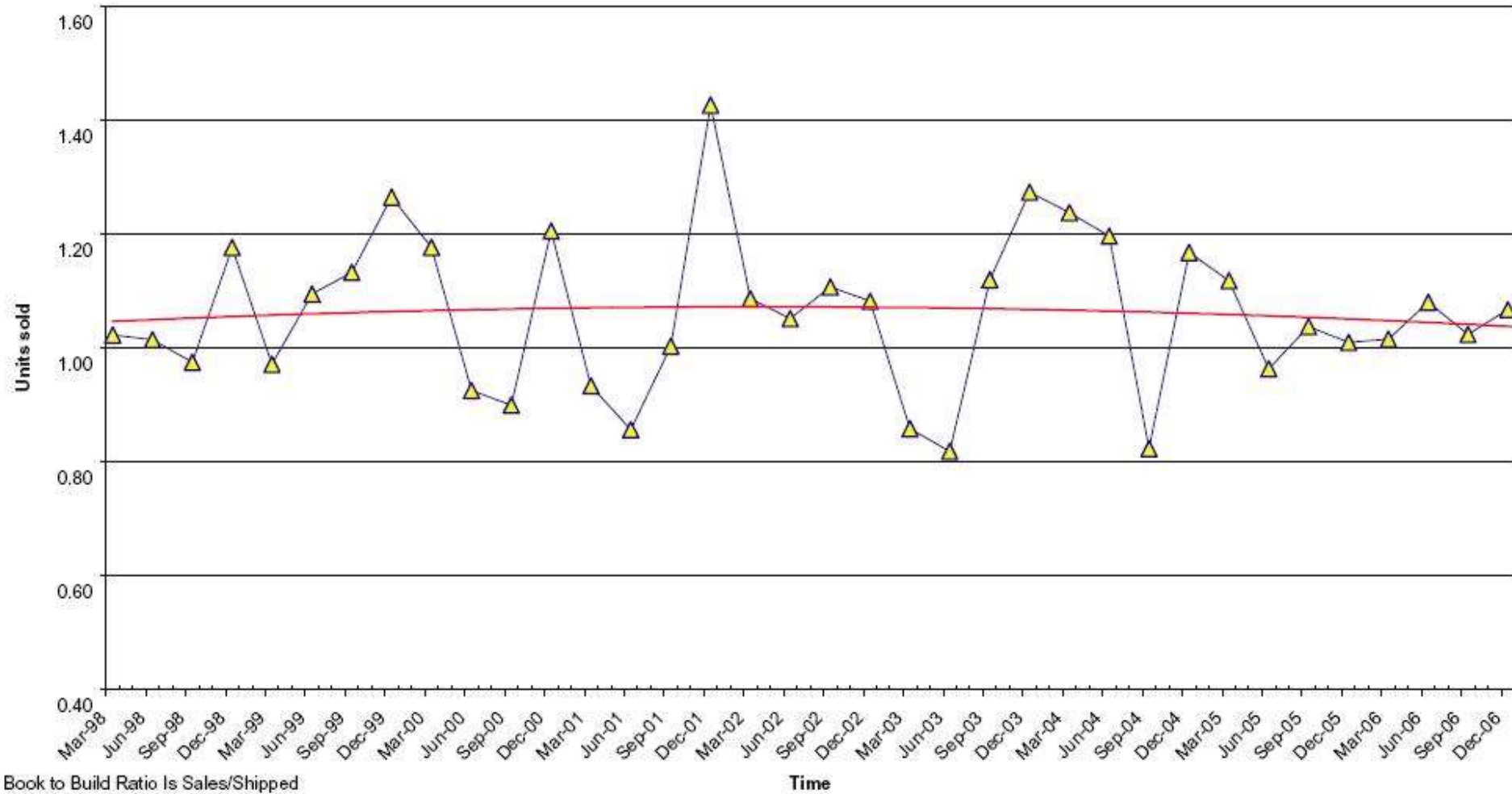
Shipped by Truck, by Year



Total Shipments by Year w/US Pop.



BOOK TO BUILD RATIO



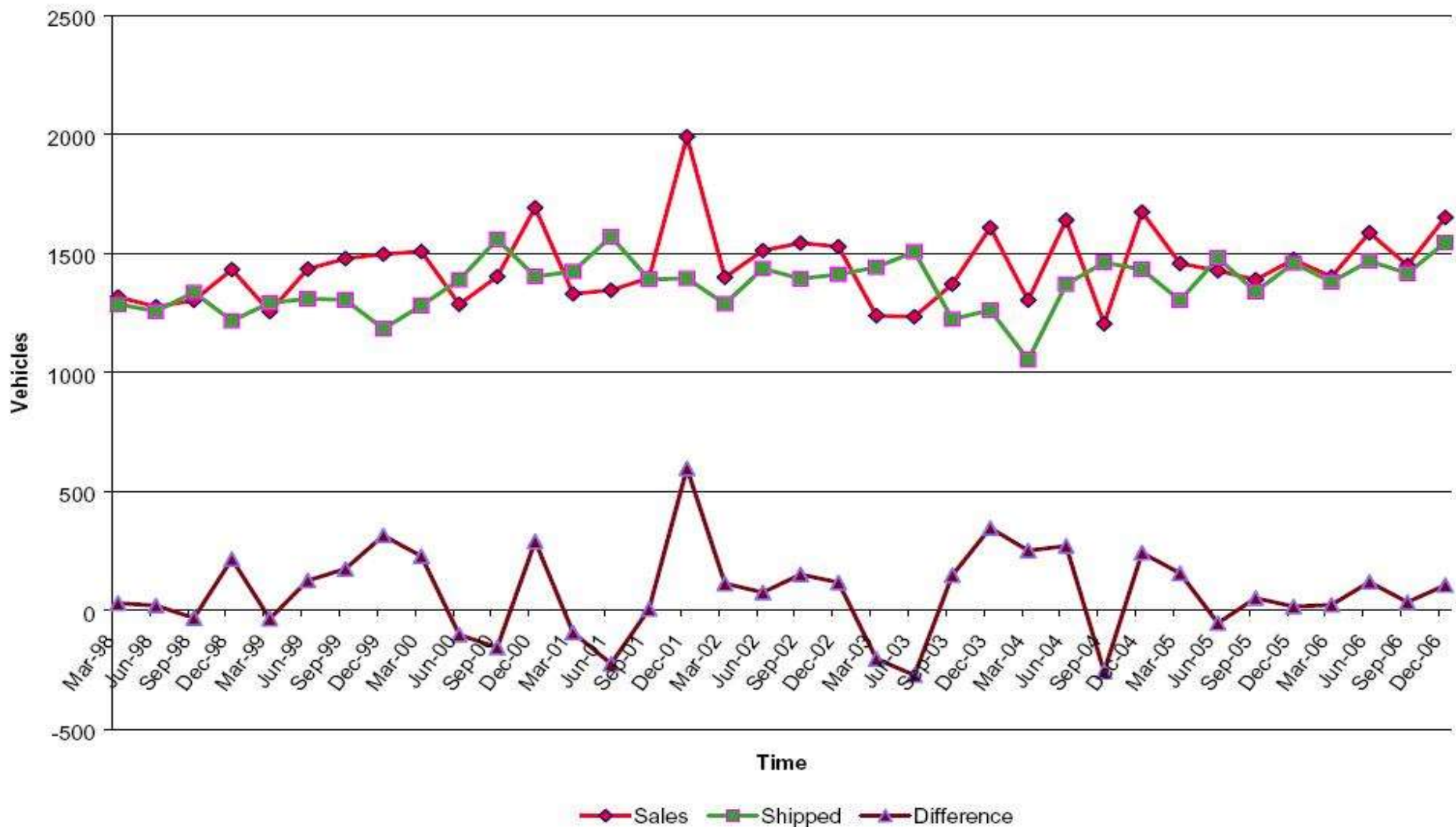
Book to Build Ratio Is Sales/Shipped

Selling faster than we ship > 1

Shipping faster than we sell < 1

Generally, a business wants to maintain a figure very slightly above 1.00

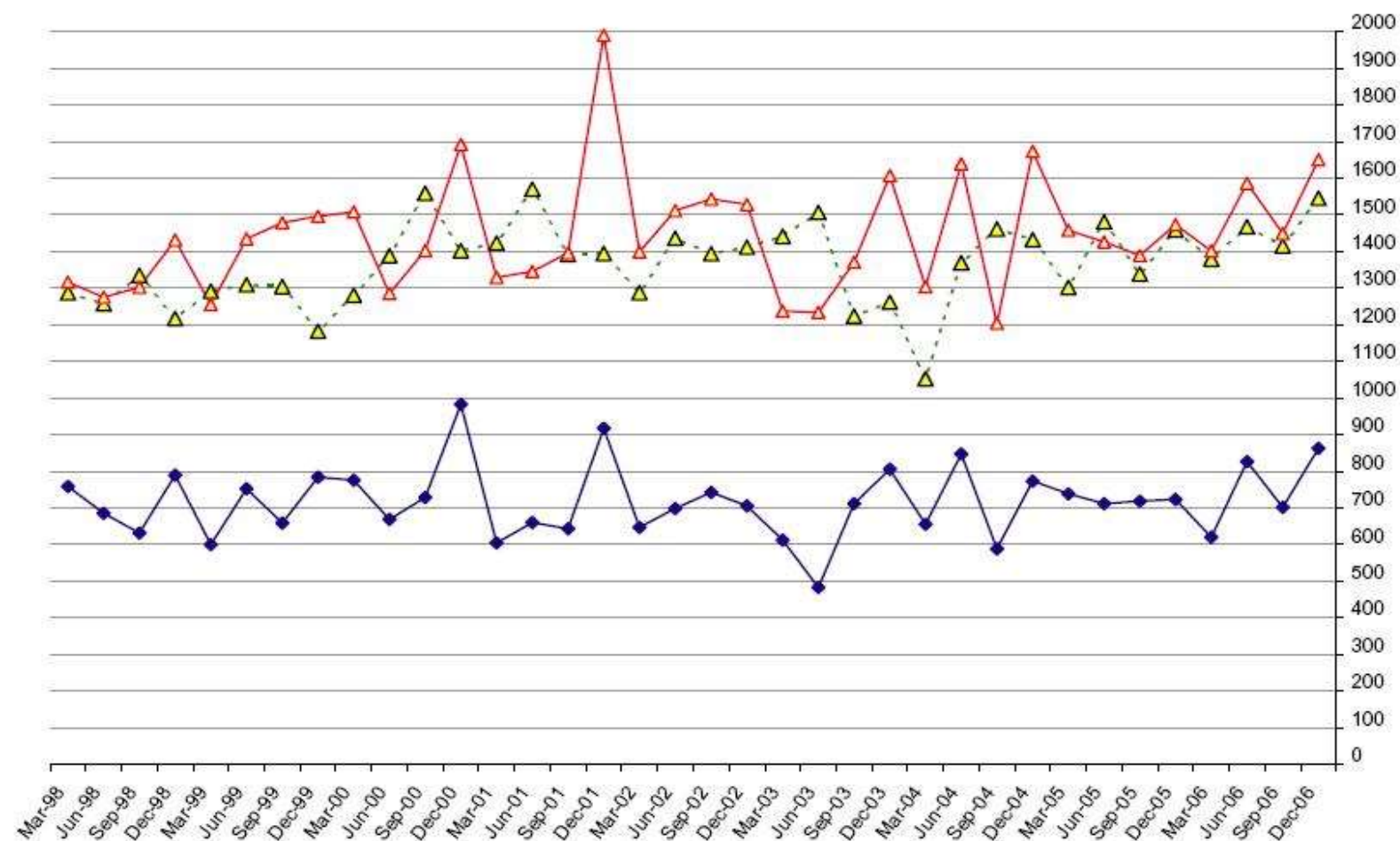
Apparatus Sales vs. Shipped by Quarter



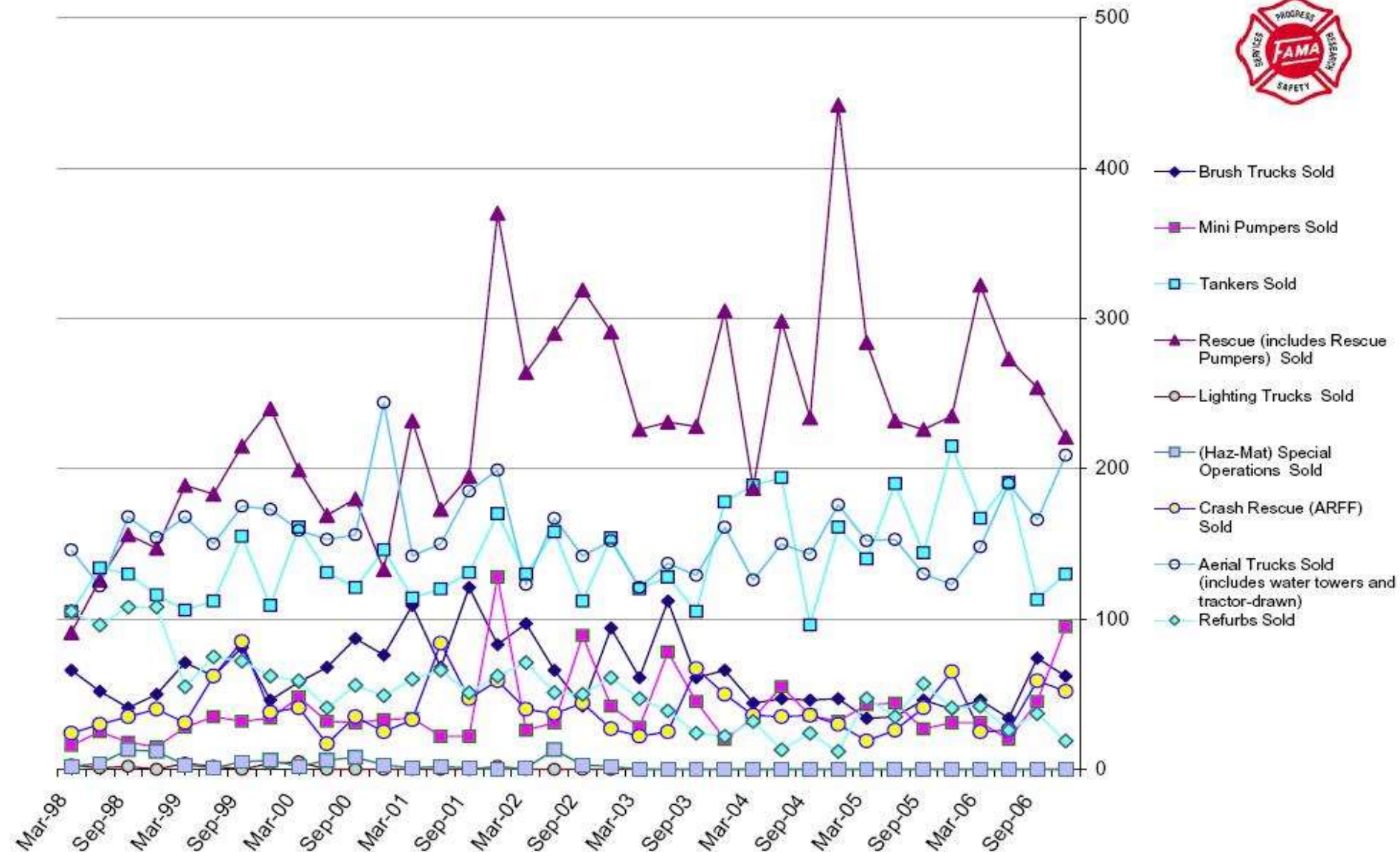
Historical Totals, Main by Quarter



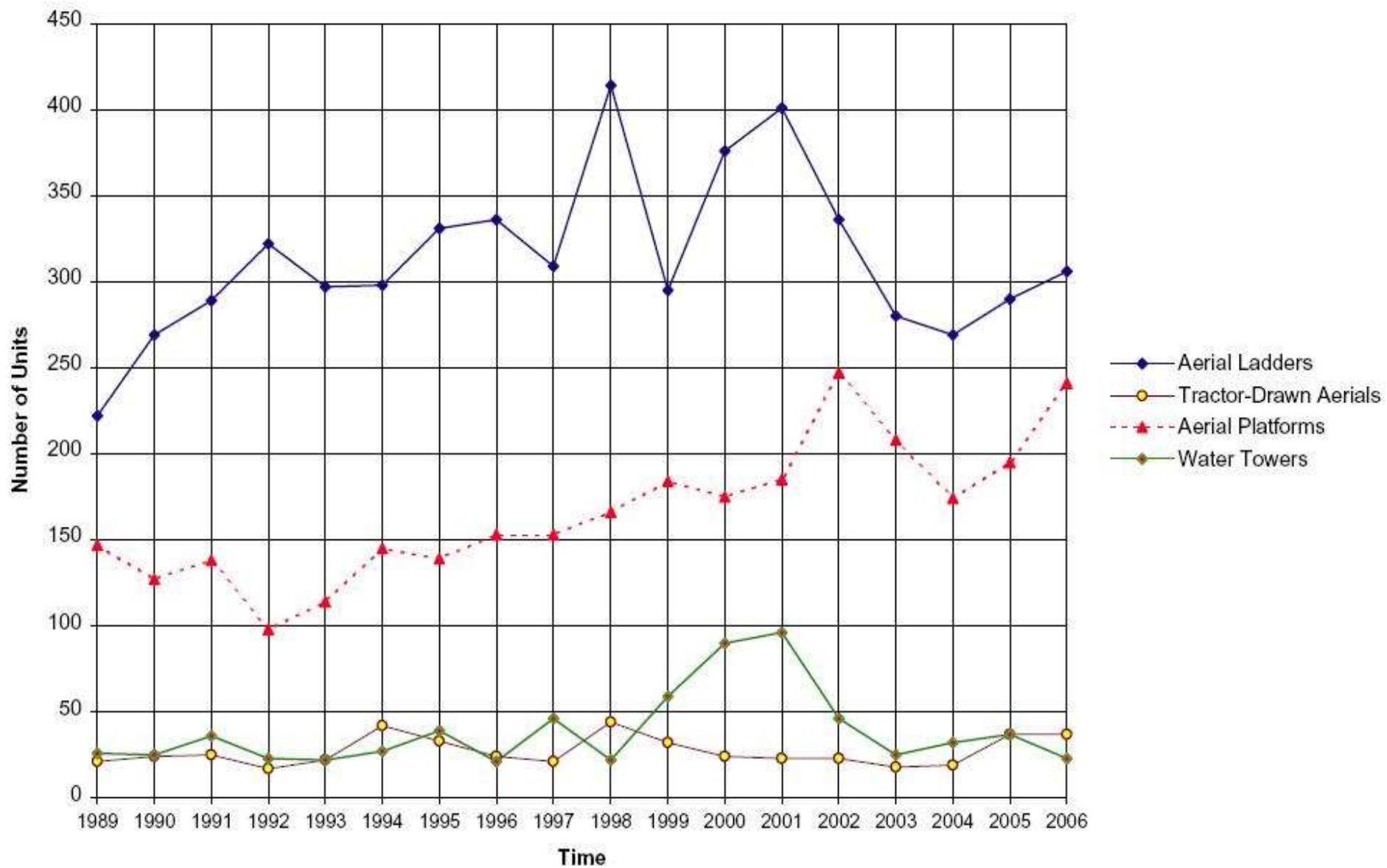
- ▲--- Total Shipped
- ▲--- Total Sales
- ◆--- Pumpers Sold



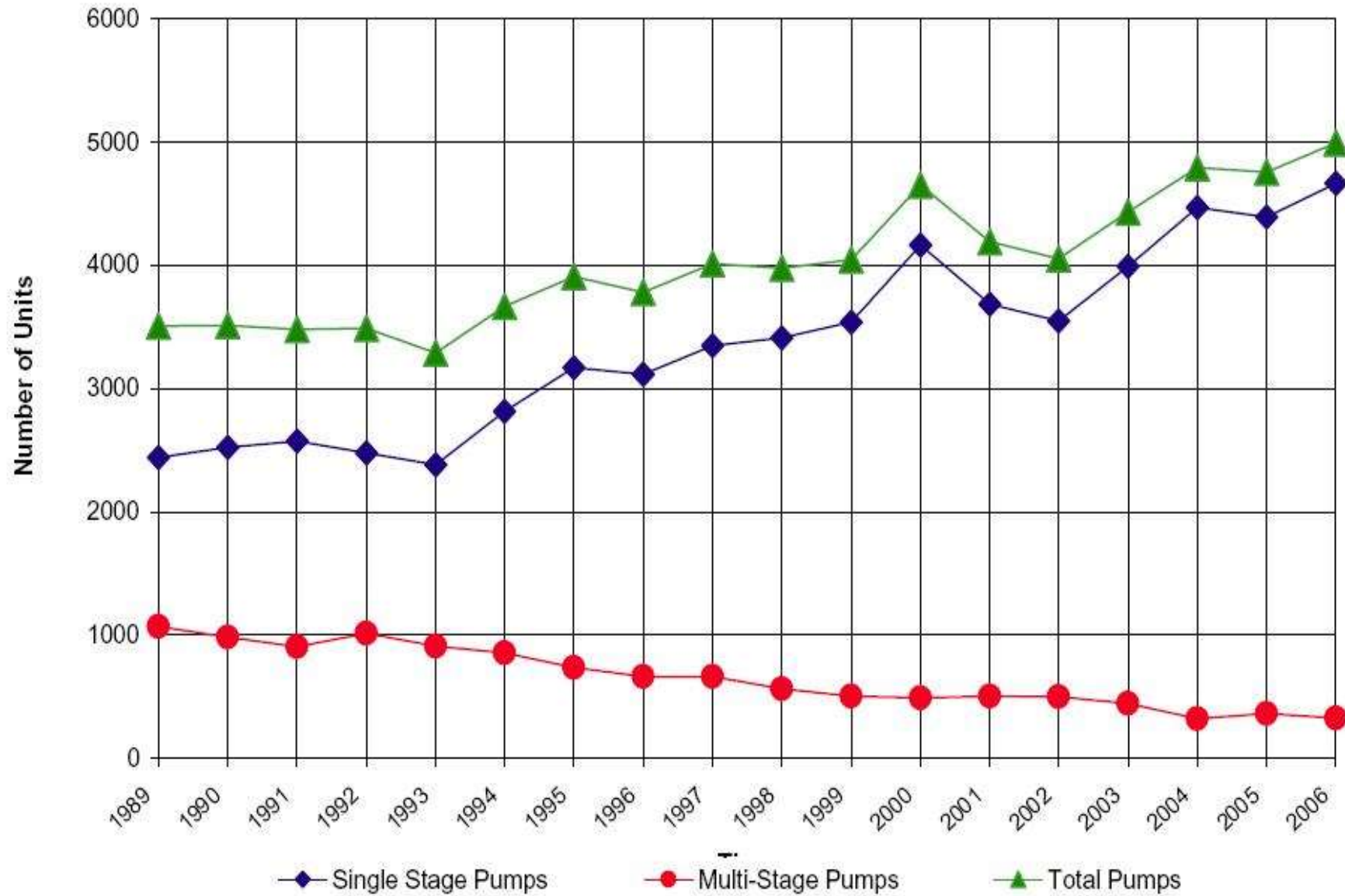
FAMA HISTORICAL TOTALS



Aerials Manufactured, by Year



Pumps Manufactured, by Year



TECHNICAL COMMITTEE REPORT

GUY LEMIEUX and PAT HESTER



KEY WEST

WEIGHTS AND CUBE CALCULATOR

- REFERENCED IN NFPA 1901
- NFPA SAFETY COMMITTEE WANTS TO REMOVE
- REVISIONS REQUESTED FROM MEMBER COMPANIES
- POSSIBLE REVIEW BY UK STUDENTS
- GOAL: TO REMAIN IN 1901



OTHER ACTIVITIES

- INITIATED “TECHNICAL TALK” IN NEWSLETTER, FIRST ARTICLE Q4 ‘06
- INITIATED SUB-COMMITTEE AGENDA FOR TECH MEETINGS, FDIC
- FINALIZED AGENDA FOR FDIC MTG
- FINALIZED MEETING ROOM NEEDS FOR FDIC MEETING
- ALLISON-THANK YOU
SPONSOR for FDIC MEETING



OTHER ACTIVITIES

- Answers to EDR, Ongoing
- Center of Gravity Requirements
- Seat Belt Data-Determine optimum belt size
- Begin Review of 2010 Emission Impact & Requirements
- Report to BOD at Florida Meeting, Jan. '07
- Annual review of W and M Calculator



OTHER ACTIVITIES SUB-COMMITTEES

- 1901 Initiatives
- Annual review of Weights & Measures Calc.
- Report to BOD at Florida Meeting, Jan. '07



1901 Initiatives

- ROP has been distributed
- Hot Topics
- FAMA Tech Committees
- FAMA Membership
- Review Hot Topics
- recommendations at EDIC Compliance
- 4.15.3 Start Belt Length Public Comment Format
- 15.9.3.2 Chevron Stripping
- 23.3 Bonding and ground wires



NFPA 1500 NFPA 18

DOMINIC COLLETTI



KEY WEST

NFPA 1500 & 18 Committees

Primary: Dominic Colletti

Alternate for 1500 – Leroy Coffman

Alternate for 18 – Open – Seeking candidate

Mission Statement: The mission of both committees is to represent the best interests of the FAMA group regarding providing input into proposed standard changes, with the end result of making conditions safer for firefighters and the public; and to provide feedback and report to the FAMA board and membership on items that may significantly impact the members of the association. Regarding significant issues, the FAMA board will review and direct committee voting activity.



NFPA 18 Technical Committee

Technical Committee is responsible for two separate documents:

**NFPA 18 – *Standard on Wetting Agents*
*Published – 2006 edition***

**NFPA 18A – *Standard on Water Additives For
Fire Control and Vapor Mitigation*
*Published – 2007 edition***



NFPA 18 Technical Committee

Year 2007 FAMA Committee NFPA 18 Objectives:

Remain active on the NFPA 18 technical committee and monitor developments for next revision cycle of both documents.



1500 Series Document Activities

Current committee work includes:

March 23 and 24 Committee Meeting in Las Vegas — Leroy Coffman attending.

NFPA 1561, *Emergency Services Incident Management*, has been moved into a three year revision cycle (Fall 2007). Acting on public comments.

NFPA 1584, *Practice on the Rehabilitation of Members Operating at Incident Scene Operations and Training Exercises*. Acting on public comments.

Planning session – future direction of the 1500 series of standards, including discussion on adjusting revision cycles.



NFPA 1500 – cont.

Year 2007 FAMA Committee NFPA 1500 Objectives:

Remain active with the NFPA technical committee and identify any areas of the proposed 1500 series of standards that could affect FAMA member companies.

Regarding the 1500 document, stay active with the NFPA technical committee and continually educate members on the safety impacts regarding changes in fire apparatus.

Position “Annex D” language, now in the Annex of the new 1500, to move up into the main body of the standard during the next 1500 revision cycle.





BREAK



KEY WEST

SPEAKER PRESENTATION

“RECENT TRENDS IN FIRE APPARATUS SALES AND SAFETY”

BILL STEFFENS

McMAHON ASSOCIATES



KEY WEST

UNFINISHED BUSINESS

FROM OCTOBER MEETING IN
WASHINGTON



KEY WEST

NEW BUSINESS

- GSA



KEY WEST

MEETING OVERVIEW



KEY WEST

CLOSING REMARKS

JERRY HALPIN



KEY WEST

FALL MEETING NOTICE

MIKE SCHOENBERGER

OCTOBER 4-7, 2007

PORTOLA PLAZA HOTEL

MONTEREY, CA



KEY WEST

MOTION TO ADJOURNE



KEY WEST